

**GOVERNOR'S COMMISSION
ON
MINORITY AND WOMEN'S BUSINESS ENTERPRISES**

**SEPTEMBER 12, 2005
MINUTES**

The Governor's Commission on Minority and Women's Business Enterprises met on September 12, 2005 at 1:00pm, in the Indiana Government Center South, Conference Center Room A, in Indianapolis, IN.

ROLL CALL

Commission members present:

Angela Faulkner, Target Strategies
Gary Gibson, Gibson & Associates, LLC
Earl A. Goode, Commissioner, Indiana Department of Administration
Nell Hill, Caesars Indiana
Martha Kenley, Proxy for Thomas Sharp, INDOT
Tony Kirkland, Executive Assistant Governor Mitchell E. Daniels
Rae Pearson, Alpha Rae Personnel
Sylvia Trotter, Trotter Construction Company
Priya Wharton, Tri-Star Engineering
Gretchen White, Pat Miller's Designee, Secretary of Commerce

Commission members absent:

Ron Alting, Indiana State Senator
Billie Breaux, Indiana State Senator
Cleo Duncan, Indiana State Representative
Charles Garcia, G. M. Construction Company
William Harmon, Harmon Construction
Gregory Porter, Indiana State Representative
Raymond Wellons (Inactive)

CALL TO ORDER

The meeting was called to order by Chairman, Tony Kirkland.

CHAIRMAN KIRKLAND WELCOME

After welcoming the commission and the attendees, Chairman Kirkland mentioned that he and the deputy commissioner have been busy since the last meeting. Chairman Kirkland has been traveling around the state speaking about contract awards, and more specifically the new Indiana Stadium Contract.

MINUTES

The Minutes from the June 13, 2005 Commission meeting were e-mailed to Commissioners prior to the meeting. **Commissioner Gibson moved and Commissioner Trotter seconded that the previous minutes be approved. The motion carried unanimously.**

DEPUTY COMMISSIONER'S REPORT

Claudia Cummings, Deputy Commissioner for Minority and Women Business Enterprises Division (M/WBED), announced that Bucher and Christian, an Indiana-owned MBE firm, has been chosen as the vendor to complete the state's disparity study.

The Division worked with the Stadium Authority to develop a Mentor-Protégé program to be used by prime contractors on the Indiana Stadium Project. The IDOA is looking to incorporate this program into state projects.

Upon suggestion by Commissioner Wharton, the Division met with the Small Business Administration (SBA) to discuss how to reduce redundancies for clients seeking MBE and/or WBE status who are already SBA certified. Presently, the division is awaiting a test case from the SBA to determine if the SBA has the ability to enter into such an arrangement. However, the Division will adopt a policy to accept DBE applications for MBE and WBE certifications when an applicant is applying to both the state and USDOT programs simultaneously. This will eliminate at least one redundancy. The Division plans to adopt the policy at the same time that Executive Order 5-11 is implemented.

After holding public comment and receiving suggestions by the Commission, changes have been made to Proposed Rule 5-25. A final draft of this rule has been submitted to the Attorney General's Office, and will soon be released to the Governor's Office. The Governor's Office has 30 days to sign the rule and from there it will go to the Secretary of State, where it must stay for 30 days before it will become a law.

Three themes have been identified for improvement in the Division, and steps have been taken to address these themes.

- **Communications and Marketing**
 - Tony Kirkland, Claudia Cummings, and the M/WBED Staff visited Evansville on June 22 to provide a training seminar on certification and access to state contracts. About 100 members of the business community attended the event, including Mayor Weinzapfel.
 - There was a Buy Indiana Road Show Matchmaking Event that was held on July 12 in the Indiana Government Center. The event paired our MBE and WBE clients with large state agencies, significant state contractors, and other buyers, in order to help match the MBE and WBE firms with purchasers who had a need for their goods and services. Over 300 participants had about 1,000 interviews in the three hour event, which was followed by Governor Daniels' Indiana Black Expo reception in the State House Rotunda. Immediate feedback indicates that the event was a success, and a more involved 60-day follow-up will help us determine if meaningful business matches were made.
 - The M/WBED participated in numerous Indiana Black Expo and Black Business Conference Events. The Division was represented at the Breakfast with the Mayor, Corporate Luncheon, President's Reception, African American Elected and Appointed Official's Luncheon, and throughout the weekend at the IDOA exhibit booth.
 - The Buy Indiana Business Diversity Series was unveiled on August 1. Presentations were given by the M/WBED, Governor's Office, and Hunt Construction on the three-week, six-city tour, which visited Gary, Indianapolis, South Bend, Ft. Wayne, Evansville, and Sellersburg.
 - Claudia Cummings and the Division continue to attend and address various conferences and workshops, including the National Association of Women Business Owners (NAWBO) luncheon, the Northwest Indiana Minority Business Development Week, and the 5th Annual Conference on Hispanic/Latino Issues.
- **Procurement/Bid Methodologies**

- We recently **suspended** the use of bid bonds in procurement and implemented a policy that restricts the utilization of procurement performance bonds. The bonding requirements have often been a barrier to entry for some MBE and WBE firms. These changes should bring some relief to firms who seek to do business with the state.
- The Division is working with the Public Works Division in an effort to increase meaningful participation in State construction. The Division now attends pre-bid meetings for Public Works Projects to share information about participation goals and the expansion of our office to include marketing and compliance monitoring. The MWBE reached an agreement with Public Works to audit all participation plans and the best effort waivers submitted with bids.
- The Division is participating in the Indiana Construction Roundtable, and will be helping with its diversity initiative.
- **Data Collection**
 - The Division has three IT projects underway to address data collection in the areas of contracts, procurement, and certification.
 - As part of their contract, Bucher and Christian will provide a preliminary utilization report that will be completed by the December meeting.

LARGE CONTRACT REPORT

Michelle Thompson, Deputy Director, Minority and Women's Business Enterprises Division, presented the large contract report. She addressed the following current state contracts:

- Correction Medical Services - total contract \$284 million
 - 3 MBE firms receiving \$3.3 million in 2005/2006 – 5% participation
 - 5 WBE firms receiving \$3.4 million in 2005/2006 – 5% participation
- Silver Oaks Solutions – Spend Analysis and Procurement Review – total \$5.5 million
 - 7% MBE participation
 - 10% WBE participation

We also discussed contracts which are currently in negotiations.

ONE INDIANA OVERVIEW

Rob Wynkoop, Deputy Commissioner, Procurement and Finance presented an overview of the new ONE (Operating with New Efficiency) Indiana Project. The ONE Indiana Project is being put in place to find where the state of Indiana is overspending for their basic goods and services, and find ways to cut some of the costs.

NEW BUSINESS

The Commission and the audience heard from an MBE and a WBE who have been involved in state contracts with Indiana. The Commission would like to give those in attendance a chance to hear the best ways to receive state contracts. The Commission also would like to use these presentations to find ways to improve the state procurement system.

- The first presenter was Wayne Patrick from Professional Data Systems, a certified MBE.
- We then heard from Stacey Smith from Prairie Quest Consulting, a certified WBE.

Bill Edwards from Hunt Construction, prime contractor on the Indiana Stadium Project, gave a MWBE Initiative Overview for the project.

Finally, Justin Christian from Bucher and Christian gave a presentation about their plans for the Disparity Study they will be conducting for the IDOA.

ADJOURNMENT

Commissioner Pearson moved and Commissioner Trotter seconded that the meeting be adjourned. Motion carried unanimously. Meeting adjourned at approximately 3:00pm.

Respectfully submitted,

Jason Shaw
Commission Secretary